



Confidential Treatment Request by Pillar Companies Management, LLC

PILR\_0007314

# Odysee is growing fast, really fast.

7,462,239

Monthly Users
(Across Odysee and the LBRY network)

+72%

Weekly User Growth (since launching Odysee.com)

\$0

Ad & marketing spend



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# Why we launched Odysee.

We built a blockchain publishing protocol called LBRY. We weren't sure exactly how it'd be used.

It turned out people really wanted an alternative to YouTube, because YouTube doesn't want to be YouTube anymore.

Odysee is a market response to how users were using LBRY.

There will be more apps in the future.



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Odysee is branded web-app that interacts built on top of the web 3.0 LBRY protocol



More apps will come, like a news app in conjunction with

#### LBRY PROTOCOL + BLOCKCHAIN

The LBRY protocol uses its own blockchain and decentralized data network.

The protocol leaves end users in control. LBRY not a legal custodian of publisher data.

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# Creators of all kinds love Odysee



"This looks like what YouTubers have been waiting for, I think Odysee is amazing." Upper Echelon Gamers



"Thank you so much for giving us a REAL youtube alternative, i think it's not just me who thinks this is what we have all been waiting for!"" Grazy Grace



"Odysee looks really sick, bro. I'm excited" Sophie and Joe

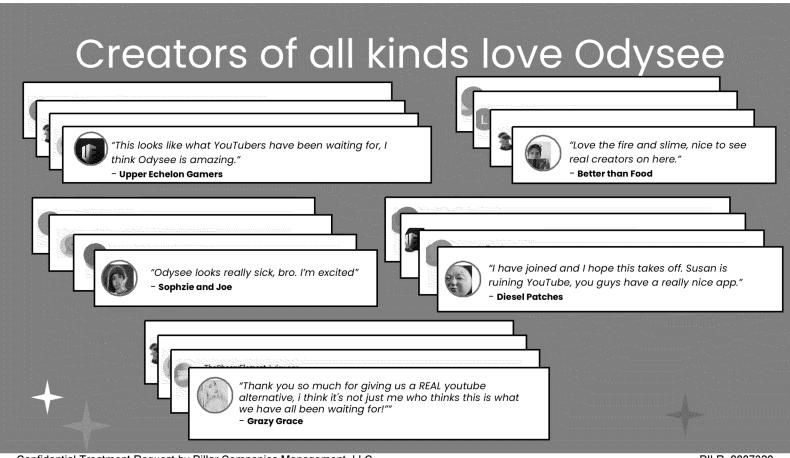


"I have joined and I hope this takes off. Susan is ruining YouTube, you guys have a really nice app." Diesel Patches



"Love the fire and slime, nice to see real creators on here." Better than Food





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#### Creators publisher graphs Cumulative Publishes and Publishers Since November 2019 100,000+ C Our analytics - Chainquery This question is written in SQL. OPEN EDITOR K **Active Creators** total\_publishes total\_publishers 800,000 5,200,00+ 500,000 3,000,000 Creations 400,000 2.500.000 200,000 1.000.000 100,000

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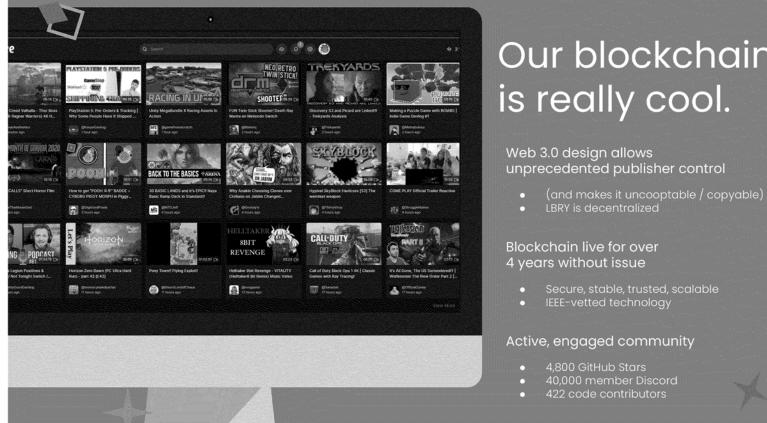
Jeremy Kauffman
CEO, Founder
Built LBRY from nothing. Founded
and grew ecommerce SaaS
company TopScore to over \$20
million GMV.



Alex Grintsvayg
CTO, Founder
Former co-founder and CTO
at TopScore. Managed
infrastructure and software
for millions of users.



Julian Chandra
CMO
Former Head of Partnerships
(AU/NZ) for TikTok. Oversaw its
launch in market, defined
strategy for growth, content,
and brand.



### Our blockchain is really cool.

unprecedented publisher control

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# How we make money.







#### Ads & Partnerships



#### Selling LBC



We also receive a % of subscriptions, purchases and other financial exchanges

### Token 📎



- LBRY holds 325,000,000 LBC
- 1 LBC could be worth \$100 or more if LBRY becomes protocol of choice for media distribution (more)

## Our round & objectives.

#### With the support of Pillar VC, we're raising 12 million dollars to:

- 1. Substantially scale growth and support staff
- 2. Launch business development, marketing and community programs
- 3. Develop monetization via advertising and financial transfers
- 4. Explore additional branded applications that utilize LBRY
- 5. Reduce cryptocurrency spending

#### This will help us achieve in 2 years:

- 1. Launch on a high note with the help of Clarity PR and others
- 2. Cross 100,000,000 active monthly users across all apps
- 3. Raise LBRY to a top 20 crypto network
- 4. Positive unit economics on marginal users
- Raise day-over-day retention to over 50% and daily active usage over 20 minutes

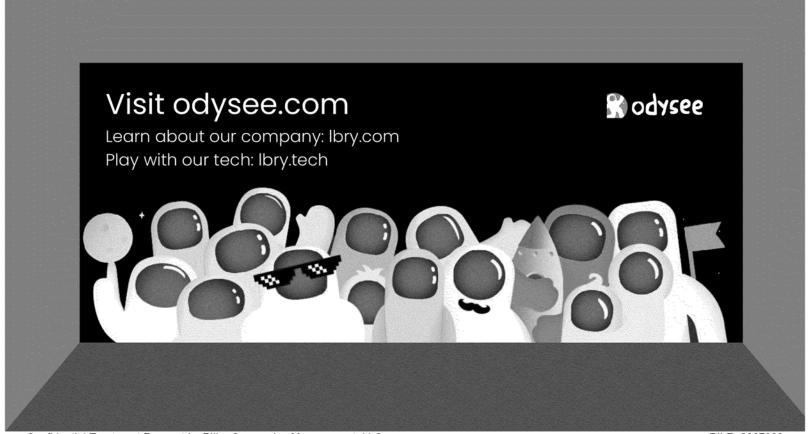


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